

CHART 2
PROJECTED COMPOSITE RATES - PROFESSIONAL AND ADMINISTRATIVE LABOR

[illegible]

CHART 2
PROJECTED COMPOSITE RATES - PROFESSIONAL AND ADMINISTRATIVE LABOR

[illegible]

CHART 2
PROJECTED COMPOSITE RATES - PROFESSIONAL AND ADMINISTRATIVE LABOR

JOB TITLES	PRIME (1)	% UTIL (2)	SUB #1 (1)	% UTIL (2)	SUB #2 (1)	% UTIL (2)	PROJECTED COMPOSITE RATES (3)	ESTIMATED LABOR MIX (4)	ADJUSTED COMPOSITE HRLY RATES (5)
REGULATORY SPECIALIST, SENIOR									
REGULATORY SPECIALIST, STAFF									
REGULATORY SPECIALIST, JUNIOR									
QUALITY CONTROL MANAGER									
QUALITY CONTROL TECH									
HEALTH & SAFETY MANAGER									
HEALTH & SAFETY TECHNICIAN									
SITE HEALTH & SAFETY OFFICER									
SITE HEALTH & SAFETY TECHNICIAN									
GIS SPECIALIST									
SAMPLE TECHNICIAN									
ESTIMATOR, SENIOR									
ESTIMATOR, STAFF									
TECHNICAL WRITER									
CADD OPERATOR									
SECRETARY									
WORD PROCESSOR									
CLERK									
							TOTALS (6)		100.0% (7)

CHART 2
PROJECTED COMPOSITE RATES - PROFESSIONAL AND ADMINISTRATIVE LABOR

CHART 2 WILL BE SUBMITTED IN HARD COPY AND PROVIDED IN ELECTRONIC FORM ON CD IN A FORMAT COMPATIBLE WITH MICROSOFT EXCEL 2000.

(1) INSERT THE HOURLY FULLY BURDENED RATES (BASIC HOURLY WAGE PLUS ALL INDIRECT COST BUILD UP INCLUDING LABOR BURDEN, OVERHEAD, G&A, FACILITIES CAPITAL COST OF MONEY, PRIME'S MARKUP ON SUBCONTRACTORS' FULLY BURDENED RATE (BUT NOT TO INCLUDE PRIME'S PROFIT OR FEE, ONLY ANY INDIRECT COST RATES APPLIED TO SUBCONTRACTORS' PRICE), ETC. IN ACCORDANCE WITH OFFEROR'S ACCOUNTING SYSTEM AS SHOWN ON CHARTS 1A AND 1B. THE RATES WILL MATCH THE FULLY BURDENED RATES AS SHOWN ON CHARTS 1A AND 1B, "DIRECT COST BREAKDOWN", REQUIRED AS PART OF THE COST PROPOSAL. THIS FULLY BURDENED RATE IS THE TOTAL AMOUNT THE OFFEROR IS PROPOSING THE GOVERNMENT PAY PER HOUR FOR THE SERVICES OF THE PERSONNEL SERVING IN THESE JOB TITLES AND CLASSIFICATIONS AT THE TIME OF CONTRACT AWARD EXCLUDING THE PRIME'S PROFIT OR FEE WHICH WILL BE NEGOTIATED FOR EACH TASK ORDER.

HOWEVER, DO NOT INCLUDE, IN THE FULLY BURDENED LABOR RATES USED IN CHARTS 1A, 1B, OR CHART 2, ANY COSTS OTHER THAN DIRECT LABOR PLUS INDIRECT COSTS (MARKUPS). IF THE OFFEROR NORMALLY ADDS TO HOURLY LABOR RATES SUCH THINGS AS OTHER DIRECT COSTS CALCULATED ON LABOR HOURS, DO NOT INCLUDE THOSE COSTS IN THE FULLY BURDENED LABOR RATES ON THIS CHART BUT DO PROVIDE, IN NARRATIVE FORM, A CLEAR AND COMPLETE DISCUSSION OF THE ODCs NORMALLY ADDED TO LABOR HOURS TO SHOW EACH TYPE OF ODC NORMALLY ADDED TO HOURLY LABOR RATES AND THE TOTAL MULTIPLIER ATTACHED TO THE ODC PORTION OF THE HOURLY LABOR RATE.

OFFERORS ARE TO PREPARE THIS CHART 2 ONCE USING THE RATES THAT WILL BE IN EFFECT AT TIME OF CONTRACT AWARD; DO NOT PREPARE CHART 2 FOR SUBSEQUENT YEARS OR OPTIONS PERIODS.

(2) THE PERCENT (%) UTILIZATION COLUMN INDICATES THE OFFEROR'S BEST BUSINESS JUDGEMENT OF HOW MUCH EACH TEAM MEMBER (PRIME CONTRACTOR OR SUBCONTRACTOR), OUT OF 100% OVER THE LIFE OF THE CONTRACT, WILL PERFORM IN EACH JOB TITLE AND JOB CLASSIFICATION IN CASES WHERE BOTH THE PRIME AND AT LEAST ONE SUBCONTRACTOR WILL PROVIDE PERSONNEL UNDER THE SAME JOB TITLE. THE PERCENT UTILIZATION BETWEEN THE PRIME AND SUBCONTRACTORS SHOWN HERE SHOULD CONFORM WITH THE USAGE OF PERSONNEL/TEAM MEMBERS IDENTIFIED IN THE TECHNICAL PROPOSAL.

(3) APPLYING THE PERCENT (%) UTILIZATION TO EACH FULLY BURDENED RATE IN A JOB TITLE AND JOB CLASSIFICATION, CALCULATE THE PROJECTED COMPOSITE RATES.

(4) BASED UPON YOUR EXPERIENCE AND BUSINESS JUDGEMENT PROVIDE YOUR BEST ESTIMATE OF THE LABOR MIX NECESSARY TO PERFORM THE WORK AS DESCRIBED IN THE STATEMENT OF WORK. THIS IS AN ESTIMATE, OUT OF 100% OVER THE LIFE OF THE CONTRACT, EACH JOB TITLE AND JOB CLASSIFICATION WILL BE REQUIRED TO PERFORM.

CHART 2
PROJECTED COMPOSITE RATES - PROFESSIONAL AND ADMINISTRATIVE LABOR

(5) MULTIPLY THE PROJECTED COMPOSITE RATES BY THE ESTIMATED LABOR MIX TO CALCULATE THE ADJUSTED COMPOSITE HOURLY RATE.

(6) THIS RATE REPRESENTS A COMPOSITE RATE ASSUMING AN EQUAL WEIGHTING OR LABOR MIX FOR EACH CATEGORY. IN OTHER WORDS, IT IS A SIMPLE AVERAGE OF THE PROJECTED COMPOSITE RATES.

(7) ADD ALL OF THE INDIVIDUAL JOB TITLE AND CLASSIFICATION ADJUSTED COMPOSITE HOURLY RATES. THIS RATE REPRESENTS THE COMPOSITE RATE ASSUMING A WEIGHTED AVERAGE BASED UPON THE ESTIMATED LABOR MIX.

ATTACHED TO CHART 2 PROVIDE THE IMPACT TO THE ADJUSTED COMPOSITE HOURLY RATE (CHART 2, BLOCK 7) OF ESCALATION FOR THE BASE CONTRACT PERIOD AND EACH OPTION PERIOD. USING THE ESCALATION INFORMATION PROVIDED AS AN ATTACHMENT TO CHARTS 1A AND 1B (ESCALATION TO EACH COST ELEMENT), PROVIDE THE FOLLOWING INFORMATION:

BASE PERIOD	OPTION PERIOD 1	OPTION PERIOD 2	OPTION PERIOD 3	OPTION PERIOD 4
ADJUSTED COMPOSITE HOURLY RATE \$ _____	\$ _____	\$ _____	\$ _____	\$ _____

NOTES:

SEE NOTES AT THE END OF SECTION B FOR ADDITIONAL INSTRUCTION.

THE ABOVE LISTED JOB TITLES ARE GIVEN AS AN EXAMPLE OF THE TYPES OF JOB TITLES THE GOVERNMENT ANTICIPATES WILL BE USED OVER THE LIFE OF THIS CONTRACT. EACH OFFEROR MUST USE THE JOB TITLES LISTED ABOVE IN THEIR COST PROPOSAL (UNLESS A JOB TITLE IS NOT CHARGED DIRECT TO PROJECTS IN THE OFFEROR'S ACCOUNTING SYSTEM); HOWEVER, THE BREAKDOWN OF JOB TITLES INTO CLASSIFICATIONS, "SENIOR", "STAFF" AND "JUNIOR", MAY NOT APPLY TO THE OFFEROR'S STANDARD PRACTICES.. EACH OFFEROR WILL LIST CLASSIFICATIONS OF JOB TITLES (SENIOR, STAFF, JUNIOR OR CATEGORIES I, II, III, ETC. IN ACCORDANCE WITH THE OFFERORS' STANDARD CLASSIFICATION PRACTICES. EACH OFFEROR IS EXPECTED TO ADD TO THE LIST ANY OTHER JOB TITLES THAT THE OFFEROR ANTICIPATES USING OVER THE LIFE OF THE CONTRACT, PRIME OR SUBCONTRACTOR JOB TITLES. EACH OFFEROR WILL PROVIDE, AS PART OF THEIR COST PROPOSAL, A LISTING OF THE GOVERNMENT-PROVIDED JOB TITLES AND THE OFFEROR'S TITLE FOR EACH JOB IF THE OFFEROR'S JOB TITLE DIFFERS FROM THE GOVERNMENT'S. PLEASE USE SPECIFIC, DESCRIPTIVE JOB TITLES SO THAT IT IS CLEAR FROM THE PROPOSAL WHAT TYPES OF WORK THE JOB TITLES ARE ANTICIPATED TO PERFORM. IF A JOB TITLE IS LISTED ABOVE BY THE GOVERNMENT WHICH AN OFFEROR NORMALLY ACCOUNTS FOR TOTALLY AS AN

INDIRECT COST, THAT OFFEROR WILL NOT INCLUDE THE JOB TITLE AS A DIRECT COST. THAT OFFEROR WILL DISCUSS THE REASON FOR NOT INCLUDING THAT JOB TITLE IN THE COST PROPOSAL.

DO NOT ROUND TO THE NEXT EVEN DOLLAR. ROUND ONLY TO THE NEAREST CENT.

THE TOTAL COMPOSITE RATE WILL BE USED FOR EVALUATION PURPOSES ONLY. THE FULLY BURDENED RATES FOR EACH PERSON AS SHOWN ON CHARTS 1A AND 1B ARE THE RATES PROPOSED AND WHEN THE CONTRACT IS AWARDED, THE PROPOSED FULLY BURDENED RATES WILL BE ACCEPTED BY THE GOVERNMENT AND BECOME PART OF THE CONTRACT. THE RATES PROPOSED FOR USE AT TIME OF AWARD OF THE CONTRACT (ESTIMATED TO BE THIRD QUARTER, CY 2004) WILL BE USED BY THE GOVERNMENT AS THE AGREED-UPON RATES FOR THE BASE PERIOD OF THE CONTRACT. THE OPTION PERIOD RATES PROPOSED, WITH THE PROPOSED ESCALATION, IF ACCEPTED BY THE GOVERNMENT BY CONTRACT AWARD, WILL BE THE AGREED-UPON RATES FOR THE OPTION PERIODS.